

Message Text

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PAGE 01 BONN 04481 271902 Z

47

ACTION EUR-25

INFO OCT-01 ADP-00 L-03 CAB-09 CIAE-00 COME-00 DODE-00

EB-11 INR-09 NSAE-00 RSC-01 FAA-00 SS-14 NSC-10

INRE-00 RSR-01 /084 W
----- 034377

P R 271805 Z MAR 73

FM AMEMBASSY BONN

TO SECSTATE WASHDC PRIORITY 4129

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

USMISSION BERLIN

C O N F I D E N T I A L BONN 4481

E. O. 11652: GDS

TAGS: ETRN, PBOR, GW, WB, US, FR, UK

SUBJECT: CIVAIR: BERLIN SERVICE TO SAARBRUECKEN

REF: STATE 55652

1. THE EMBASSY HAS ALSO BEEN MUCH CONCERNED WITH THE POINTS WHICH THE DEPARTMENT RAISES IN PARA 2 REFTEL. CAA DISCUSSED THESE ASPECTS OF MODERN AIR' S APPLICATION AT LENGTH IN BERLIN ON MARCH 13 WITH MCGLON, MAT' S VICE- PRESIDENT AND MCGLON' S PRINCIPAL AS- SISTANTS, PALLOKS (OPERATIONS) AND MATHUS (SALES) WHO HAVE BEEN WITH MODERN AIR IN BERLIN FOR SEVERAL YEARS. MCGLON HAS FULL CON- FIDENCE IN MAT' S ABILITY TO MAKE THE SERVICE PAY COMMERCIALY AND HAS APPLIED FOR AN INDEFINITE, NOT A TEMPORARY, PERMIT. WHILE IT IS CORRECT THAT THE BREAK- EVEN LOAD FACTOR REQUIRED BY MAT (28 PASSENGERS) IS HIGHER THAN THE AVERAGE NUMBER OF PASSENGERS CAR- RIED ON PAN AM' S INDIRECT SERVICES, MCGLON -- AS WAS THE CASE WITH JOHN MC DONALD, MAT' S FORMER DIRECTOR -- IS CONVINCED THAT WITH THE REGULAR OPERATION OF NON- STOP SERVICES WITH A LARGE CAPACITY AIRCRAFT OVER A PERIOD OF TIME, THE MARKET CAN BE BUILT UP EASILY TO THE REQUIRED VOLUME.

2. THIS TYPE OF SERVICE, DURING MAT' S OPERATIONS TO SAARBRUECKEN IN 1971, NEVER RECEIVED A SATISFACTORY TRIAL. AS THE DEPARTMENT
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PAGE 02 BONN 04481 271902 Z

WILL RECALL, MAT'S FIRST OPERATIONS WERE WITH THE 12- PASSENGER
HANSA JET AND THESE ICE. PLEASE NOTIFY EUR BY CABLE OF SUCH POSITIONS
YOU
MAY IDENTIFY AND THE NECESSARY CHANGES WILL BE PUT INTO
EFFECT AT ONCE. ROGERS

LIMITED OFFICIAL USE

*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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